

Froedtert Memorial Lutheran Hospital
9200 West Wisconsin Avenue
Milwaukee, WI 53226
(414) 259-3000

Type: GMS
Control: Other Not for Profit
Fiscal Year: 01/01/02 to 12/31/02

County: Milwaukee
Analysis Area: Milwaukee County (2B)
Volume Group: 7

Selected Utilization Statistics	FY 2002	All GMS Hospitals		Analysis Area 2B		Volume Group 7		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Occupancy Rate (%)									
Adult medical-surgical	70.9%	57.4%	1.23	68.7%	1.03	72.5%	0.98	83.3%	0.85
Obstetrics	102%	39.6%	2.57	49.4%	2.06	58.4%	1.74	98.4%	1.03
Pediatrics	. %	48.0%	.	72.4%	.	42.6%	.	. %	.
Total hospital	72.8%	55.9%	1.30	64.8%	1.12	68.8%	1.06	82.2%	0.89
Average Census (Patients)									
Adult medical-surgical	204	30.4	6.72	70.6	2.89	115	1.77	210	0.97
Obstetrics	12.2	3.9	3.16	9.1	1.35	14.5	0.84	11.8	1.03
Pediatrics	0.0	1.8	0.00	8.7	0.00	4.8	0.00	0.0	.
Total hospital	308.7	55.4	5.57	147.8	2.09	218.9	1.41	320.6	0.96
Average Length of Stay (Days)									
Adult medical-surgical	4.8	3.9	1.21	4.9	0.98	4.3	1.11	4.7	1.02
Obstetrics	3.2	2.4	1.32	2.8	1.12	2.4	1.30	3.0	1.04
Pediatrics	.	2.4	.	2.3	.	2.6	.	.	.
Total hospital	5.6	4.3	1.30	5.2	1.08	4.9	1.14	5.6	1.01
Surgical Operations									
Inpatient	8,447	1,424	5.93	2,986	2.83	5,392	1.57	8,142	1.04
Outpatient	5,386	3,187	1.69	4,999	1.08	9,551	0.56	4,966	1.08
Inpatient as % of all surgeries	61.1%	30.9%	1.98	37.4%	1.63	36.1%	1.69	62.1%	0.98
Outpatient Visits									
Non-emergency visits	440,715	75,046	5.87	159,158	2.77	223,693	1.97	386,078	1.14
Emergency visits	38,908	14,086	2.76	27,089	1.44	36,965	1.05	42,542	0.91
Full-time Equivalents (FTEs)									
Administrators	167.5	14.8	11.3	35.3	4.74	39.9	4.19	123.0	1.36
Nurses, licensed	994.4	160.1	6.21	349.3	2.85	591.6	1.68	886.0	1.12
Ancillary nursing personnel	331.8	54.3	6.11	140.5	2.36	208.2	1.59	274.3	1.21
All other personnel	1309.1	384.2	3.41	731.8	1.79	1362.8	0.96	1218.4	1.07
Total FTEs	2802.7	613.5	4.57	1256.9	2.23	2202.6	1.27	2501.8	1.12
FTEs per 100 Patient Census (Adjusted)									
Administrators	34.2	14.6	2.34	15.6	2.19	11.4	3.00	25.3	1.35
Nurses, licensed	203.3	157.9	1.29	154.3	1.32	169.3	1.20	182.2	1.12
Ancillary nursing personnel	67.8	53.6	1.27	62.1	1.09	59.6	1.14	56.4	1.20
All other personnel	267.7	378.9	0.71	323.3	0.83	389.9	0.69	250.6	1.07
Total FTEs	573.1	605.0	0.95	555.3	1.03	630.2	0.91	514.6	1.11

Total Hospital:		Contract with:		Medicare-certified Swing Beds:		Newborn Nursery:	
Beds set up and staffed	424	Health maintenance		Beds set up and staffed	0	Bassinets	16
Discharges	19953	organization (HMO)	Yes	Discharges	0	Total births	1,321
Inpatient days	112,662	Preferred Provider		Inpatient days	0	Newborn days	3,281
		organization (PPO)	Yes				

Froedtert Memorial Lutheran Hospital
Milwaukee

Inpatient Service Area

Inpatient Service Area	Level of Service*	Beds Set Up and Staffed 12/31/02	Discharges and Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical:							
Adult medical-surgical, acute	1	288	15612	74,503	70.9%	204	4.8
Orthopedic	1	24	1,370	6,576	75.1%	18.0	4.8
Rehab. and physical medicine	1	37	649	9,762	72.3%	26.7	15.0
Hospice	5	0	0	0	. %	0.0	.
Acute long term care	5	0	0	0	. %	0.0	.
Other acute	1	12	263	3,598	82.1%	9.9	13.7
Pediatric, acute	5	0	0	0	. %	0.0	.
Obstetrics	1	12	1,409	4,458	102%	12.2	3.2
Psychiatric	5	0	0	0	. %	0.0	.
Alcoholism/chemical dependency	5	0	0	0	. %	0.0	.
ICU/CCU:							
Medical-surgical intensive care	1	31	359	8,931	78.9%	24.5	24.9
Cardiac intensive care	1	8	184	2,016	69.0%	5.5	11.0
Pediatric intensive care	5	0	0	0	. %	0.0	.
Burn care	5	0	0	0	. %	0.0	.
Mixed intensive care	5	0	0	0	. %	0.0	.
Step-down (special care)	5	0	0	0	. %	0.0	.
Neonatal intensive/intermediate care	5	0	0	0	. %	0.0	.
Other intensive care	1	12	107	2,818	64.3%	7.7	26.3
Subacute care	4	0	0	0	. %	0.0	.
Other inpatient	5	0	0	0	. %	0.0	.

Note: data should be used only in rows; do not summarize columns.

* 1=Provided-Distinct Unit, 2=Provided-Not Distinct Unit, 3=Available in Network, 4=Contracted, 5=Service Not Provided.

** Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
Administrators/asst. administrators	165	4	167.5	Radiological services personnel	54	28	69.2
Physicians and dentists	0	0	0.0	Occupational therapists	6	3	7.7
Medical and dental residents	0	0	0.0	Occupational therapy assistants/aides	3	1	3.5
Registered nurses	740	497	992.0	Physical therapists	0	0	0.0
Certified nurse midwives	0	0	0.0	Physical therapy assistants/aides	0	0	0.0
Licensed practical nurses	1	0	1.0	Recreational therapists	0	0	0.0
Ancillary nursing personnel	248	214	331.8	Psychologists	0	0	0.0
Physician assistants	2	0	2.0	Social workers	21	16	27.6
Nurse Practitioners	1	1	1.4	All other health professionals	429	133	495.5
Medical records personnel	27	16	34.8	All other personnel	479	179	560.4
Pharmacy personnel	79	38	95.9				
Clinical laboratory personnel	11	2	12.5	TOTAL	2266	1132	2802.7

Froedtert Memorial Lutheran Hospital
Milwaukee

Income Statement		Assets		Liabilities and Fund Balances	
Gross patient revenue	\$748,890,000	Cash and cash equivalents	\$12,361,000	Current liabilities	\$58,936,000
Less deductions	313,071,000	Net Patient receivables	36,049,000	Long-term debt	85,318,000
Net patient revenue	435,819,000	Other receivables	4,448,000	Other liabilities	0
Plus other revenue	20,785,000	Land, bldgs and equip: Net	153,842,000	Subtotal	144,254,000
Total revenue	456,604,000	Other assets	218,553,000		
Less expenses	434,559,000			Unrestricted fund balance	280,999,000
Nonoperating gains/losses	7,089,000	Total Assets	\$425,253,000	Total liabilities & fund balance	\$425,253,000
Net Income	\$29,134,000			Restricted fund balances	\$7,960,000

Selected Financial Statistics	FY 2002	All GMS Hospitals		Analysis Area 2B		Volume Group 1		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Gross Rev as % Total Gross Patient Revenue									
Medicare [\$254,970,000]	34.0%	41.7%	0.82	40.4%	0.84	41.7%	0.82	35.3%	0.96
Medical Assistance [\$76,684,000]	10.2%	9.0%	1.14	13.2%	0.78	9.3%	1.10	11.2%	0.92
Commercial [\$338,683,000]	45.2%	43.2%	1.05	39.1%	1.16	41.9%	1.08	43.6%	1.04
All other [\$78,553,000]	10.5%	6.1%	1.72	7.3%	1.44	7.1%	1.49	9.9%	1.06
Deductions as % of Total Gross Patient Revenue									
Medicare [\$141,125,000]	18.8%	23.7%	0.79	26.0%	0.73	23.4%	0.81	18.6%	1.01
Medical Assistance [\$48,557,000]	6.5%	6.0%	1.09	9.1%	0.71	6.4%	1.02	6.2%	1.05
Commercial [\$86,463,000]	11.5%	9.4%	1.23	11.0%	1.05	9.7%	1.19	12.8%	0.90
Charity care [\$14,425,000]	1.9%	1.2%	1.59	1.3%	1.46	1.4%	1.34	1.7%	1.13
All other [\$22,501,000]	3.0%	1.4%	2.12	2.4%	1.27	1.8%	1.66	2.5%	1.21
Total deductions [\$313,071,000]	41.8%	41.7%	1.00	49.8%	0.84	42.7%	0.98	41.7%	1.00
Other Revenue and Net Gains or Losses									
Other revenue as % of total revenue	4.6%	5.1%	0.90	5.1%	0.90	4.1%	1.12	3.8%	1.20
Net gains/losses as % of net income	24.3%	5.3%	4.59	9.9%	2.46	5.9%	4.10	20.4%	1.19
Expenses as % of Total Expenses									
Salary/fringe benefit[\$166,442,000]	38.3%	47.8%	0.80	41.7%	0.92	45.9%	0.83	36.5%	1.05
Supplies and services[\$221,711,000]	51.0%	40.5%	1.26	46.9%	1.09	43.2%	1.18	52.6%	0.97
Capital component [\$34,878,000]	8.0%	8.7%	0.92	8.1%	0.99	8.1%	0.99	8.5%	0.94
Bad debt [\$11,528,000]	2.7%	3.0%	0.89	3.3%	0.80	2.7%	0.97	2.4%	1.12
Fiscal Statistics									
Operating margin	4.8%	6.1%	0.80	4.9%	0.99	5.7%	0.85	7.4%	0.65
Total hospital profit margin	6.3%	6.4%	0.99	5.4%	1.16	6.0%	1.05	9.1%	0.69
Return on equity	10.4%	10.0%	1.04	9.2%	1.13	9.9%	1.05	14.9%	0.70
Current ratio	1.2	2.5	0.48	2.3	0.53	2.6	0.46	1.1	1.13
Days in net patient accounts receivable	30.2	57.8	0.52	46.5	0.65	51.8	0.58	.	.
Average payment period	51.5	52.6	0.98	47.1	1.09	49.0	1.05	51.6	1.00
Equity financing	66.1%	56.2%	1.18	58.4%	1.13	55.9%	1.18	64.5%	1.03
Long-term debt to equity ratio	0.3	0.5	0.64	0.4	0.72	0.5	0.62	0.3	0.87
Times interest earned	7.8	5.0	1.55	4.5	1.72	5.2	1.49	12.0	0.65
Total asset turnover	1.1	0.9	1.22	1.0	1.09	0.9	1.17	1.0	1.04
Average age of plant: years	7.6	9.5	0.80	10.2	0.75	10.0	0.76	7.7	0.99
Increase (decrease) total net patient rev	. %	. %	.	. %	.	. %	.	13.7%	.
Output gross rev (% of total gross pt. rev)	36.7%	44.1%	0.83	37.1%	0.99	37.2%	0.99	33.8%	1.09
Net Revenue Statistics									
Inpatient net revenue per discharge	\$14,113	\$7,870	1.79	\$10,394	1.36	\$9,940	1.42	\$12,584	1.12
Inpatient net revenue per day	\$2,494	\$1,834	1.36	\$2,072	1.20	\$2,035	1.23	\$2,241	1.11
Outpatient net rev per visit	\$322	\$343	0.94	\$352	0.91	\$373	0.86	\$294	1.09